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भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

No. 27-3/2013-S&M-CM/25

Dated: 03.10.2013

To

The Chief General Manager
All Telecom Circles/Districts
BSNL

Subject: Furnishing of suggestions to give incentive directly to retailers for selling data STVs.

At present following uniform 2G & 3G prepaid data STVs are available in BSNL.

Data STV in Rs.(Inclusive service Tax)	Total bundled free Usage in MB/GB	Validity (days)
17	100 MB	3
39	240 MB	7
78	500 MB	15
98	700 MB	21
139	1GB	30
251	2 GB	30
561	5 GB	30
821	7 GB	60
1011	10 GB	30

During discussion in HOCC meeting held on 24/25 Sept-2013, it was informed that private operators provide extra commission directly to retailers on sale of a particular volume of a specific STV.

To devise a similar incentive scheme for retailers, it is requested to send your suggestions regarding quantum of incentive (in %age) to be given directly to retailers to motivate them & in turn to boost the sale.

Suggestions may be sent to this office on e-mail ID salescmhq@gmail.com or by fax 011-23326545 latest by 07.10.2013.

(Upendra Bakolia)
Addl. GM (S&M)-CM